

DPS SBH 2021 Bulk Salt Bullet Points
May 25, 2021

- SBH has existing contract 46-5132 with Cargill for purchase of bulk salt in 2020 for \$39.21
- Cargill wishes to renew the contract with a 3% increase to \$40.38; proposed purchase is for 55,000 tons
- SBH/DPS believes this amount is the lowest and best to be expected in 2021
- Previous purchase history:
 - 2016 – 16,000 tons at \$30.05/ton
 - 2017 – 5,500 tons at \$32.50/ton
 - 2018 – 23,400 tons with no bid received; paid \$84.00/ton on open market
 - 2019 – 36,000 tons at \$65.44/ton
 - 2020 – 18,100 tons at \$39.21/ton
- 2021 Bulk Salt Budget is \$2.3M; set up under Ordinance 482-20, assessed services for 2021
- This legislation allows to secure a contract with Cargill De-Icing Technologies without going out for bid